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BUS DIVISION OF A. A. A. FORMED; CHIEFS SELECTED

Country Divided Into Nine Regional Districts

Special from A. D. N. Washington Bureau
WASHINGTON, March 24.—The combined strength of fifteen motor bus operators associations, representing states in which the industry has reached high dimensions, was injected today into hearings on the Cummins bill.

The bill is designed to regulate interstate traffic in motor bus operation and sponsored by the National Association of Railroad and Utilities Commissioners.

Although finding the bill entirely in harmony with their views in most respects, the bus men are seeking some changes in the measure in order to protect their industry most adequately.

The bus operators, in a three-day meeting preceding the hearings, perfected the organization of the Bus Division of the American Automobile Association, which already has been functioning in a preliminary way, set up a permanent national governing body to administer nine regional districts covering the country and put the finishing touches on plans for their appearance before the Senate Interstate Commerce Committee.

A. M. Hill, of Charleston, W. Va., president of the West Virginia Transportation Association, was elected chairman of the bus board, which permanently will direct the affairs of the Bus Division. The entire nation was laid off in nine regional districts, each with a director as follows:—

District No. 1—Maine, New Hampshire, Vermont, Massachusetts, Connecticut and Rhode Island, with Ralph M. Sparks of Boston, president of the Motor Coach Association of New England, as director.

District No. 2—New York, Pennsylvania, New Jersey, Delaware, Maryland and the District of Columbia, with S. J. McMains of Harrisburg, Pa., president of the Pennsylvania Motor Bus Association, as director.

District No. 3—Virginia, West Virginia, North and South Carolina, Georgia and Florida, with S. A. Markel of Richmond, Va., chairman of the legislative committee, Motor Bus Association of Virginia, as director.

District No. 4—Ohio, Kentucky, Tennessee and Alabama, with Ralph W. Sanborn of Cleveland of the Ohio Motor Bus Association, as director.

District No. 5—Wisconsin, Michigan, Minnesota, South Dakota and North Dakota, with George P. McCallum of Detroit, president of the Michigan Highway Transportation Association, as director.

District No. 6—Iowa, Illinois, Indiana and Missouri, with Chester G. Moore of Springfield, Ill., secretary of the Illinois Motor Transportation Association, as director.

District No. 7—Montana, Wyoming, Colorado, Nebraska and Kansas, with H. H. Moore of Kansas City, Mo., president of the Missouri State Motor Bus Association and the Kansas Motor Bus Association, as director.

District No. 8—Mississippi, Arkansas, Louisiana, Oklahoma, Texas, New Mexico and Arizona, with C. T. English of Dallas, Tex., executive secretary of the Southern Bus Owners' Association, as director.

District No. 9—Washington, Oregon, Idaho, California, Nevada and Utah, with W. E. Travis of Oakland, Cal., president of the Motor Carriers' Association of California, as director.

WINS ESSAY CONTEST

Spokane, Wash., March 24.—The essay contest of the Washington Automotive Trade Association was won by J. J. Bigger, a radio set being awarded as first prize.

Reports Ready Soon On Rubber Growing

Special from A. D. N. Washington Bureau
Washington, March 24.—The government's survey of rubber growing possibilities in Africa is nearing completion, it was learned today at the Department of Commerce, and a report is expected within the next few weeks.

The results of the investigation will throw considerable light on a new crude rubber field, which may be developed with the aid of American capital. The American government, however, is encouraging development by American capitalists in rubber growing territory outside the domain of British control.

REGISTRATIONS IN MASS. DECLINE

Heavy Weather of February Held Responsible

Boston, March 24.—Due to the heavy weather of February, registrations of motor vehicles for that month in Massachusetts were less than half the total for the same month of 1925.

Just 16,432 passenger and commercial cars were registered, as compared with 40,383 in February a year ago. For the three months to February 28, 432,584 passenger cars and trucks were licensed, compared with 410,283 in the same three months of the previous fiscal year.

Fees collected by the registry of motor vehicles for the three months amounted to \$7,164,826, or, roughly, \$2,500,000 under the total for the entire 1925 year. Of course, the higher registration fees now in effect are reflected herein. For the February quarter of 1925, fees amounted to \$4,883,039.

The record of motor registrations in Massachusetts for February and the three months ended February 28, follows, with comparisons:—

	Feb., 1926	3 Mos., 1926	Feb., 1925	3 Mos., 1925
Pass. cars...	12,616	359,274	36,914	341,612
Com. cars...	2,816	74,310	3,459	68,671
Trailers...	11	341	34	418
Motorcycles...	336	1,875	1,053	2,686
Motorcycle dealers...	1	34	2	37
Manufacturers or dealers...	41	1,795	50	1,651
Licenses to operate...	1,398	7,269	2,299	8,368
License renewals...	12,768	49,867	11,423	42,617
Examinations...	1,844	9,089	2,878	10,511
Total fees—February, 1926...	\$7,164,826			
three months, 1926...	\$24,322,584			
three months, 1925...	\$4,883,039			

Vance Promoted by Studebaker Corp.

South Bend, Ind., March 24.—Appointment of Harold S. Vance of this city as vice-president of the Studebaker Corporation, in charge of manufacturing, to succeed M. F. Wollering, resigned, was announced by the executive committee of the corporation Tuesday.

Elevation of Vance comes after fifteen years of almost continuous service with Studebaker.

It is expected he will be elected to the board of directors at the annual directors' meeting on April 6. His predecessor, Mr. Wollering, retired after seventeen years of service.

DETROIT SEEN AS NEW BUS CENTER

Assumes Leading Position With Recent Merger

Special from A. D. N. Detroit Bureau
Detroit, March 22.—Detroit's automotive plants will be materially added to by the establishment here of headquarters for the recent merger of bus, engine and street car plants, to be known as the American Car and Foundry Motor Company. Announcement to this effect has just been made, though the organization was incorporated in Delaware last December, with an authorized capital of \$10,000,000 preferred stock and 30,000 shares of no-par value common.

C. S. Sale is president. He announces that the company has taken over the plant of the American Car and Foundry Company on Ferry and Russell Streets where bus chassis and airplane and marine engines will be put in production at once. It is believed in financial circles that the merger will lead to Detroit as the bus manufacturing center of the world. Gasoline engines and gasoline-electric power plants will both be made here in quantity.

In the merger are the following firms:—

Fageol Motors Company, Kent, Ohio, bus manufacturer.

Hill Scott & Liddell, Berkeley, Cal.

J. G. Brill & Co., Philadelphia, street car manufacturer.

Col. E. J. Hall, an international figure because of his association with the design of the Liberty engine, will come to Detroit as vice-president in charge of engineering.

Spicer and Hardy In Sales Merger

New York, March 24.—The projection of Spicer interest into world markets is heralded by the announcement by that company of a combination with the Ed J. Hardy Co., Ltd., of Coventry, England. The new company will be known as Hardy & Spicer, Ltd., and will become sole representative for products of the Spicer Manufacturing Corporation of South Plainfield, N. J., in the British Empire, except Canada, and in Europe, except France and Belgium.

This combination of interest brings together two automotive lines that date back to the beginning of the industry, Hardy flexible couplings and Spicer universal joints. Ed J. Hardy will continue as chairman of the board and Joseph A. Oldsbury as managing director. The American directors will be C. A. Dana and R. E. Carpenter. Herbert Clark, who has been representing Spicer interest abroad for the last two years, will become associated with the new company as works manager.

NEW passenger car registrations, throughout the entire country, will be found on Pages 4 and 5 of this issue.

Would Compel Use Of Illuminated Plates

Albany, March 24.—An innovation in automobile license plates would be made legal by a bill now pending in the state Legislature which provides that instead of the ordinary number plates there may be displayed illuminated plates which are readable in the dark.

In case such a plate is displayed on the rear of a car, the provision in the present law requiring that a lamp shall illuminate the plate would not apply.

ADVOCATES BOARD OF SAFETY CONTROL

Reliability of Auto Construction Gets Attention

Washington, March 24.—Establishment of a "board of safety control" consisting of representatives of the various automobile companies, as a new phase of highway safety work, was advocated by Fred W. Johnson of Philadelphia at the National Highway Safety Conference here yesterday.

Mr. Johnson, who is director of the Citizens Safety Committee of Philadelphia, submitted his recommendations to Secretary Hoover in a report during the discussions at the meeting.

"It is the right of every motor vehicle owner and driver to assume with confidence that the machine he has purchased or is driving is mechanically safe in construction, design and equipment," Mr. Johnson's communication stated.

"Over a period of years our motor car manufacturers have stressed comfort, convenience, roominess, high speed, low gas cost, beauty of design, luxurious fittings, low operating cost and durability. Little thought seems to have been given to the safety factor alone.

Safety precautions urged included adoption of the all-steel body, strong body supports with clear view of highway for driver, adequate brakes, standardization of bumpers and the discarding of encumbering and unnecessary equipment.

GEAR EXPERT TO ADDRESS DETROIT S. A. E. SESSION

Detroit, March 24.—John Bethune, who is the Reo Motor Car Company's consultant on gear problems, will address the Detroit section of S. A. E. in the General Motors building, Thursday evening. His subject will be "Recent Developments in Gear Design and Gear Cutting." The talk will be supplemented by the display of several

FORD CO. OF CANADA INCREASES OUTPUT

Detroit, March 24.—Ford Motor Car Company of Canada produced 10,502 cars and trucks in February compared with 8,035 in January and 7,666 in February last year. Of the February production 5,560 were exported, as against 5,013 in January. The total output for the first two months of this year was 18,537, compared with 14,275 for the corresponding period of 1925.

UNIFORM CODE IS PLEDGED BY 40 STATES AT MEET

United Sentiment at Safety Conference Revealed

Special from A. D. N. Washington Bureau
WASHINGTON, March 24.—The second day's session of the National Safety Conference produced pledges from the representatives of forty states that they will work for a uniform motor vehicle code, the delegates approving in principle the proposal enunciated by Secretary of Commerce Hoover.

Delegations from Indiana, New York and Massachusetts announced the formation of state conferences to work for uniformity in legislation and regulatory measures. In Indiana, it was announced, a permanent organization was formed early this month to promote adoption of the proposed uniform motor vehicle code. In Massachusetts this goal will be sought at a meeting of mayors and police chiefs on April 13. A similar conference is to be held in New York.

Gen. Nathan William MacChesney, chairman of the National Safety Conference, said that the delegates had been "most carefully considered" by experts in every field touched upon in the measures.

Important changes have been incorporated in the measures. Gen. MacChesney said, these changes including classification of "drive-yourself" cars to receive private car registry plates instead of being treated as taxicabs, commercial cars or buses; the inclusion of a provision that the companies operating such systems be jointly liable with the person hiring such cars, and that the records as to such cars be open to public inspection in all details.

Other changes included giving motor vehicle commissioners power to revoke licenses of non-resident drivers, changes in brake requirements, and in lighting equipment required.

Oscar Wolf, coroner of Cook county (Chicago), told the conference he had listened to 3,000 witnesses in automobile traffic death inquests, and was convinced that the country was in need of a uniform code with drastic penalties for recklessness. He cited 181 deaths in three and a half months in Illinois, as against 22 in Massachusetts during the same period.

The fee system under which many communities operate their enforcement procedure came in for considerable criticism, and a statement of the position of the Cleveland Auto Club, made by Frank Caley, its secretary and a member of the Ohio delegation, seemed to meet with general approval.

DETROIT N. A. C. C. MEET
Detroit, March 24.—J. S. Marvin, chairman of the Traffic Managers' Conference, N. A. C. C., has called a meeting of the conference in the General Motors Building for tomorrow.

DISCUSS AUTO FINANCE PROBLEM

Is Chief Subject at Annual N. C. A. T. A. Convention

Winston-Salem, N. C., March 24.—Relations between the automobile dealer and phases of the credit problem were discussed at length by Willis J. Smith of Raleigh, general counsel for the North Carolina Automotive Trade Association, speaking at the annual convention of the association here.

The partnership of the dealer and the finance company was Mr. Smith's subject.

"The relation between the automobile dealer and the finance company is truly one of partnership in practically everything but the legal phase," said Mr. Smith. "Long before the advent of the automobile, installment buying was known and practiced, but this method of purchasing has come to a full fruition in the conduct of the motor business. It is but natural that the great desire and demand for transportation has brought about the form of financing time sales that we know today—what is commonly known as highly specialized commercial banking. The development in this field has been phenomenal."

Today, the speaker pointed out, approximately 1,000 finance or credit companies assist and make possible 80 per cent. of all the sales of motor vehicles. These companies have a capitalization of \$300,000,000, and did a business during the past year of \$3,500,000,000. In North Carolina last year the business of these concerns amounted to about \$100,000,000. About 12 to 15 per cent. of this was handled by North Carolina finance companies.

The speaker pointed out the amount of money in taxes the automobile industry and owners paid into the state treasury during the past year—\$10,117,587.51, and de-

clined that the automobile business has now reached first place in our industrial structure. "The resultant demand for financing has necessarily been enormous. The turn-over by automobile dealers is 6.6 times per year. This means that the old-time methods of financing merchandising will not avail for this new business."

Looks to Northwest For Flax Supply

Grand Forks, N. D., March 24.—Henry Ford is looking to the Northwest for his supply of flax for use in the manufacture of upholstery.

Fibre flax, such as is needed in this manufacture, has been successfully grown in North Dakota and has been found experimentally to be adaptable to North Dakota's climate and soil conditions.

Just how far this new field of output might be developed was not stated by M. J. Sweeney of Fargo, factory representative who is making a survey of the possibilities, but he indicated that there was a probability of the establishment of a factory in connection with the St. Paul plant for use exclusively in manufacturing upholstery from Northwest-grown fibre flax.

North Dakota in recent years has grown an acreage of flax nearly equal to that of the rest of the United States.

TRAVELED FARTHER

Olympia, Wash., March 24.—Automobiles traveled 1,200,000 more miles in Washington during December, 1925, and January, 1926, than they did during the same period a year previous, an analysis of the gasoline tax collections by the state treasurer reveals.

BIDS RECEIVED FOR MISSOURI HIGHWAYS

Kansas City, March 24.—Bids for the construction of 130 miles of improved highways in Missouri, estimated to cost \$1,555,000, were received today by the State Highway Commission. The bids were the second of a series to be received by the commission as a part of the \$25,000,000 road building program for Missouri in 1926.

J. W. Barber Towell Gen. Sales Director

Cleveland, O., March 24.—Jay W. Barber, for seventeen years with the Peerless Motor Car Company, has just been appointed general sales director for the Towell Cadillac Company of Cleveland, Columbus, Toledo, Akron, Canton and Sandusky, distributor of Cadillac cars throughout the larger part of the state of Ohio.

Mr. Barber's headquarters will be in Cleveland, where for ten years he has been branch manager for the Peerless company, with supervision over some twenty dealers in the Cleveland territory. He first joined the Peerless organization in a retail sales capacity, soon after becoming territorial representative and then branch manager at Cleveland, where he continued through several changes in management of the parent company.

Wisconsin Gas Tax Yields \$4,417,123

Madison, Wis., March 24.—In the ten months since the Wisconsin 2-cent gas tax has been in existence the state has collected a total of \$4,417,123.23, according to figures released here by Solomon Levitan, state treasurer. The receipts for February, representing the January tax collections, total \$261,664.44, a drop of over \$24,000 under the figure for the previous month.

The complete figures are as follows:

May	\$332,604.39
June	447,233.81
July	504,536.13
August	562,292.77
September	568,058.49
October	520,215.52
November	476,834.65
December	406,115.76
January	337,576.37
February	261,664.44
Total	4,417,123.23

Following a decision of the attorney general's office the state has on two occasions made heavy refunds on gas tax receipts where it has been shown that the tax was not applicable. During the first quarter the refunds totaled \$36,707.41. For the second quarter the refund was \$46,085.60.

HEAVY TRACTOR SALES AT FARM CONGRESS

Dodge City, Kan., March 24.—The annual Threshermen's Convention and Farm Power Congress at Wichita had an unprecedented attendance from Kansas, Oklahoma and Texas. Some 10,000 visitors crowded into the Forum at one time. New designs of harvesters, threshers and tractors attracted attention and sales were heavy.

AUTOS DOUBLE

Tallahassee, Fla., March 24.—The state controller announces there will be double the number of automobiles this year on the tax books than were registered during 1925, when 167,000 were declared.

APPLETON SHOW

Appleton, Wis., March 24.—Attendance at the third annual show conducted here recently by the Appleton Automotive Association approximated 4,000, according to a final checkup.

British Workers Visit U. S. Automotive Plants



UPPER ROW, Sir Percival Phillips, J. T. Kay, and F. Adgate and J. W. Gardham. The two latter are with General Motors Export Corporation. Middle row, E. H. Gill, A. Willman, W. Mosses, S. Radcliffe, A. Browning, and Fenton Macpherson. Bottom row, T. Murray, C. Wilkinson, and W. Wareing.

Flint, Mich., March 24.—Members of the London Daily Mail's British Unionist delegation studying manufacturing conditions in the United States were guests of the General Motors Corporation during their stay in Flint and Detroit, when they inspected the great manufacturing plants of the corporation in the two cities.

After visiting the Cadillac Motor Company, and other units in Detroit, the delegation was taken to Flint, where it was entertained at luncheon by the General Motors Corporation and later inspected the Buick Motor Company and the Chevrolet Motor Company.

The party is composed of workers from various lines of endeavor and was sent to this country by the London Daily Mail with the express purpose of studying labor and manufacturing conditions here, with an idea of going back to England and making suggestions which

may tend to improve conditions in Britain.

The efficiency with which the plants of the General Motors Corporation are operated, especially interested the visitors, who declared that they beheld many machines in operation which they had never seen before.

Sir Percival Phillips is accompanying the party as special correspondent. Fenton Macpherson, foreign editor of the London Daily Mail, is in charge of the party, while William Mosses, O. B. E., J. P., a member of the British Labor ministry during the war, is accompanying the delegation as industrial advisor.

Other members of the party are: E. H. Gill, constructional ironworker; S. Radcliffe, J. P., machineman; T. Murray, patternmaker; W. Wareing, fitter; J. T. Kay, iron molder; C. Wilkinson, turner; A. Browning, blacksmith, and A. A. Willman, tool turner and fitter.

Kentucky Motor Officials Picked

Frankfort, Ky., March 24.—Gov. William J. Fields has just appointed Griffin Kelly of Maceo and James E. Cantrill of Georgetown commissioner and assistant commissioner of the Department of Motor Transportation, the new department created by this session of the Kentucky Legislature. Mr. Kelly will receive \$4,000 per year and Mr. Cantrill \$3,000.

It is probable that the salaries of both these officials will be increased next year. Both have had considerable experience.

Mr. Kelly and Mr. Cantrill have been in charge of the State Department of Motor Transportation for the last two years, but there have been many duties added to those they had attended to under the provisions of this new bill.

One of the principal duties that they will have to perform and one which will require almost endless supervision is that of supervising the bus lines in this state. These officials will have the power to determine which lines may be operated and which may not be permitted to run.

Madison, Wis., March 24.—The number of tractors on Wisconsin farms at the present time is 29,551, according to a census taken by the State Department of Agriculture. The number in 1920 was 9,407.

Fleetwood to Build Bodies for Cadillac

Detroit, March 24.—To better the demand for custom-built bodies with individuality the Cadillac Motor Company has completed arrangements with the Fleetwood Body Company of New York city and Fleetwood, Pa., for the building of nine custom body styles upon individual order.

The Fleetwood organization operates one of the pioneer exclusive custom body shops of this country and has designed bodies for several makes of chassis of the highest grade.

The nine body styles, which embrace both chauffeur and owner-driven types, are an inside-drive limousine for seven passengers, a limousine brougham for five passengers; cabriolets, or town cars, for four and for five passengers; a collapsible cabriolet for two passengers, one for four passengers in two body styles, an inside-drive cabriolet for four passengers and an inside-drive collapsible cabriolet for seven passengers, also built in two body styles.

Additional seats in the town cars are of the opera style and cars with exposed driver's seats are equipped with glass side wings opening with the doors.

ADVERTISEMENT

Every 2 1/4 seconds, somewhere in the world, some one buys a Dunlop Tire.

WETMORE LAUDS PRIZE CONTESTS

Salesmen Efficiency Events Help Merchandising

By JOHN C. WETMORE

Los Angeles, March 24.—In its salesmen's efficiency contest, which the Automobile Sales Managers Association affiliated with the Los Angeles Motor Car Dealers Association has been running for several years in connection with the latter's annual automobile show and whose awards have just been announced, there has been once more brought to a successful conclusion a really great plan for raising the standard of retail merchandising, correcting its evils and increasing its efficiency.

Whether or not this novel scheme is now being put into operation or has ever been tried out by dealer associations in other cities I do not know, but I think it well merits study and trial in other cities.

In Los Angeles this method of investigating the line of talk and argument advanced by automobile salesmen in getting customers on the dotted line, or at least on prospect list, has been made possible each year through the co-operation of the local Better Business Bureau. Eight of its members, who are executives in firms engaged in various lines of trade outside of the automobile industry are appointed as investigators.

Their identity is known only to the Better Business Bureau official in charge of the show sales inquest. They move among the salesmen, of whom there were about 250 at work at the Los Angeles show. Posing as "prospects," as such they ask questions that will draw from salesmen the statements they make and the arguments they use in their efforts to convert an inquirer into a customer.

At the conclusion of the show they announce the winner and make a frank and comprehensive report on the general selling methods as a whole employed by salesmen they have interviewed. They go further than this in reporting confidentially to sales managers untruthful statements made or unfair business methods employed by their salesmen.

Having full warning that such a secret investigation is in progress salesmen have no excuse for not being forearmed against the coming of the secret inquisitors. Heads of Los Angeles branches lay great store by the results of this annual test. As a rule they go further than mere "pointing with pride" to a winning salesman and add to the association's award of a gold watch a gold pencil or a leather brief case, or some such token, given to the five leaders in the contest as special prizes of their own.

In publishing their awards following this questioning of salesmen at the recent show the Better Business Bureau summarizes the business history of the winners in their year's report, which follows:

First prize: John R. Routson, age 31, Howard Auto Company, Buick distributor for southern California; in automobile industry seven years, with Howard Automobile Company two years; previous occupation, travelling salesman. Second prize: R. L. Sullivan, age 28, Paul G. Hoffman Company, Inc., Studebaker distributor; in automobile industry since February 1, 1925; previous occupation, circulation department, Los Angeles Evening Express. Third prize: L. A. Pratt, age 14, Greer-Robbins Company, Hummobile distributor; in automobile industry since 1908; previous occupation, contracting business. Fourth prize: C. B. Brockett, age 27, Mutual Motors Company, Roamer-Grey distributor; in automobile industry five years; previous occupation, student. Fifth prize: K. S. Raley, age 25, Waters Nash Company, Nash dealer; in automobile industry three months; previous occupation, automotive accessories.

It is a noteworthy fact that two of the winners (second and fifth prize) had been in the automotive industry only a few months, and that only one of them, who won third prize, was a veteran, having been connected with the motor car trade for eighteen years.

Milwaukee Car Sales Taking Upward Trend

MILWAUKEE, March 24.—The latter half of March opened in Milwaukee with indications of an increasing demand for new automobiles of practically every class.

This increase was not confined to the city of Milwaukee itself, but was felt throughout Wisconsin and Upper Michigan which is included in the territory served by a number of the Milwaukee distributors.

Business in this territory is said to be much better than during the corresponding week in 1925, and consequently above the average for March. While business during the month has suffered slight set-backs at intervals due to bad weather conditions, these did not seriously affect the demand in general but in some cases delayed deliveries.

At the office of the Milwaukee Willys-Overland factory branch it was stated that difficulty was being experienced in keeping up with deliveries throughout the territory. Statistics on car sales for the early part of the year promise that the "10 per cent. or better" increase in sales in 1926 which has been adopted as a sales slogan will be easily passed.

Among the popular cars in this territory are the Hudson and Essex models. Recent price reductions have had the effect of boosting sales of both these cars.

Nash and Ajax sales, dealers say, are more than keeping up with the pace set early in the year. Nash salesmen in several parts of the state have found that an effective sales talk can be built around the recent trip over snowbound roads of a local newspaper writer from Milwaukee to Madison and back in a car owned by Rudolph Hokanson, president of Nash Sales, Inc. The same writer recently supplied sales talk material for Willys-Knight salesmen by a mid-winter trip to New Orleans and other southern points in a Willys-Knight.

The popularity of closed cars will continue to increase during the coming season, dealers say, basing their prediction upon the present trend of business.

The used car departments of local automobile concerns are experiencing their busiest season in several months, and have been fairly successful in keeping down stocks, in spite of the many pieces of used equipment taken in trades for new cars. Energetic newspaper advertising campaigns have proved of valuable assistance to dealers in disposing of their used car stocks.

Delivery of used cars purchased during the winter months and kept in storage by local dealers, continues, but the majority of these cars will not be in the hands of their new owners until April.

CHANDLER AND CLEVELAND DEALERS OF SO. CAL. DINE

Los Angeles, March 24.—The annual banquet of Chandler and Cleveland dealers of Southern California was held last Saturday evening, with Ralph Nettleton, Western sales manager of the Chandler-Cleveland Motors Corporation, as honor guest.

The banquet was staged in the display rooms of the W. P. Herbert Company, Chandler and Cleveland from the Oldsmobile factory at president of the distributing organization, was toastmaster. Mr. Nettleton spoke on his company's outlook for the coming year and expressed it as his opinion that the 1926 sales volume will be greater than any previous year. Other speakers included A. A. Harris, service superintendent of the W. P. Herbert Company, and W. H. Bell, retail sales manager.

MILLER NAMED MANAGER OF OLDSMOBILE BRANCH

Denver, Colo., March 24.—John H. Miller has been appointed manager of the local Oldsmobile factory branch, succeeding A. C. Ackerson. Mr. Miller came here last week with H. S. Wier, assistant sales manager of the organization, to take over the local branch, which distributes through the Intermountain zone, including Colorado, New Mexico, Western Nebraska and part of Wyoming. Mr. Wier returned East after spending a few days in conference with Mr. Miller and dealers from various sections of the territory.

New Dealers

STAR-DURANT

New York, March 24.—The following automobile merchants have recently taken over the sale of Star products:—

Levi Beck, Yorkton, Sask.; A. J. Bousfield, MacGregor, Man.; R. R. Carter and Gerald Stewart, Kemptville, Ont.; Wasy P. Charke, Krydor, Sask.; Clark & Swanton, Krydor, Sask.; Drummond & Hodgson, Roland, Man.; Ed Dunseith, St. Mary's, Ont.; Ray Eldred, Lockwood, Sask.; J. L. Gulipian, St. Pierre, Man.; William H. Jackson, Kitchener, Ont.; A. Kalmakoff, Kamsack, Sask.; Kirkaldie Garage, Ltd., Swift Current, Sask.; W. A. Lane, Clinton, Ont.; Robert MacKay, Maxville, Ont.; McLean Motor Sales, Windsor, Ont.; J. Mulligan, Grandview, Man.; Joseph A. Peayoy and N. Sears, Peace River, Alta.; W. Poudrette, St. Hilaire, Que.; C. H. Reusch, Yorkton, Sask.; James Skinner, Selkirk, Man.; Thunder Bay Motors, Ltd., Port Arthur, Ont.

Daytona Flint Company, Daytona, Fla.; W. C. Gunn, Palatka, Fla.; Donald R. Abel, Sales, Huntington, Ind.; J. A. Shum, Jr., Gardiner, Me.; Chamberlain Motor Company, Great Barrington, Mass.; Knickerbocker Garage, Chatham, Mass.; Benson Auto Company, Benson, Minn.; R. & J. Automotive Sales, Owatonna, Minn.; Stetson-Hair Auto Company, Rochester, Minn.; S. W. Brown Motor Company, St. Louis; Lobdell Rubber Company, Bozeman, Mont.; Chemung Auto Sales Corporation, Edinboro, N. Y.; East Aurora Auto Company, East Aurora, N. Y.; Vosler & Mordock, Bellport, N. Y.; Monsoon Star Company, Rollette, N. D.; Renier & Scott Auto Company, Edgeley, N. D.; The White Motor Garage, Kulm, N. D.; Akron Flint Company, Akron; Lydick Star Motor Company, Oklahoma City.

People's Auto Company, Waynoka, Okla.; J. J. Yunker, McKees Rocks, Pa.; The Automotive Company, Charleston, S. C.; Northwest Motor Company, Lead, S. D.; Milby Automotive Company, Harrisburg, Pa.; R. C. Fox, Harrisburg, Pa.; El Paso, Duggins Motor Company, Gunnison, Tex.; Hi-Way Motor Company, Logan, Utah; H. T. Groth, Red Granite, Wis.; Krieger Auto Company, Wisconsin Rapids.

VELIE

Moline, Ill., March 24.—New distributors appointed by the Velie Motors Corporation here include:—

Yap Tai Kong, Kuala Lumpur, Selangor; North High Street Garage Company, Akron, O.; Maygar Motor Sales Company, Cleveland; W. A. G. Motor Corporation, New York city; T. H. Dooley, Bayonne, N. J.; Al Ditch Sales Company, South Bend, N. J.; R. Rothermel, Reading, Pa.; New Orleans-Velie Company, New Orleans; Bronaugh Motors, Inc., Portland, Ore.; A. W. Julius, Buffalo, N. Y.; Montreal Velie Sales Company, Ltd., Montreal. New dealers announced include: R. Gillespie, Ludlow, Ky.; Union Garage, Gilroy, Cal.; A. Lawson, Mill Valley, Cal.; John E. Forgham, Lyons, N. Y.; Oak Lane Velie Company, Philadelphia; R. C. Sisco, Bradenton, Fla.; Leslie W. Fogg, West Enfield, Me.; H. H. Hovey, Milo, Me.; A. C. Heine, Stockton, Cal.; E. B. Morris & Co., Everett, Wash.; Christensen & Johnson, Clifton, Ill.; West Side Velie, Chicago; John J. Post, Brookfield, Ill.; Washington Boulevard Garage, Chicago; O. V. Svenby, Rhome, N. D.; Spiker Garage, McKeesport, Pa.; Perkins Motor Company, Los Angeles; Garver, Otto, Sales, Elkhart, Ind.; Harry Gilbon, Peckskill, N. Y.; Edward P. Baker, Port Chester, N. Y.; Square Deal Garage, West Norwood, N. Y.; Worcester's Garage, Middletown, N. Y.; Knapp Motor Sales, Chicago; A. E. Kohnke, Shamokin, Pa.; H. R. Miller, Clifton, Ia.; Donald Motor Company, St. Paul; Velie Garage, Uniontown, Pa.; City Alemito Company, New Castle, Pa.; Belt Line Garage, Albany, N. Y.; Rice & Whittington, Portsmouth, O.; L. M. Dent, Chicago; Schmidt Garage, Wabasha, Minn.; J. J. K. Clemens & Son, Milton, Pa.; Donald & Crober Motor Co., St. Paul; F. R. Crandall, Santa Cruz, Cal.; Axel Johnson, San Francisco; Fenton Motor Company, Marysville, Cal.; Arthur E. Jennings, Vallejo, Cal.; Carl Howe, Lincoln, Cal.; John Stoeckman, Brownston, Minn.; Ellsworth Carver, Scottsville, N. Y.; Square Deal Garage, Susquehanna, Pa.; R. J. Geisinger, Storm Lake, Ia.; W. H. Kortmeyer, Chancellor, S. D.; J. P. Kämpfer, St. Cloud, Minn.; W. D. Truax, Palmyra, N. Y.; Rodness & Applewick, Clarkfield, Minn.; Henry E. Everhart, Wolcott, N. Y.; Peninsula-Velie Sales Company, Burlingame, Cal.; Watsonville Motor Company, Watsonville, Cal.

WILLYS-OVERLAND

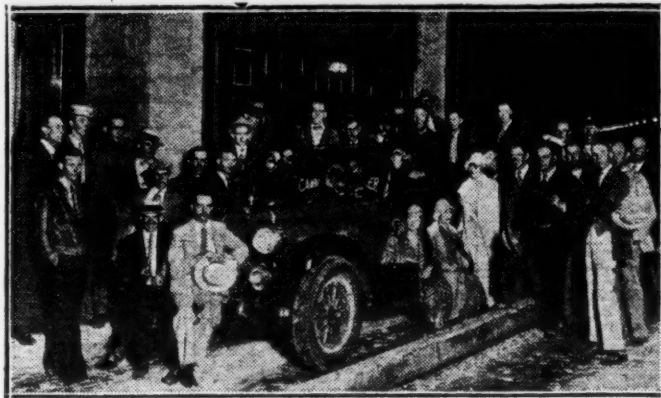
Chicago, March 24.—Announcement is made by G. V. Orr, manager of the Chicago interests of Willys-Overland, Inc., of the appointment of the following new dealers in this territory:—

C. H. Schroe, Chatsworth, Ill.; Enterprise Garage, Goodfield, Ill.; Highway Garage, Morton Grove, Ill.; Winslow Auto Company, Winflow, Ill.; J. E. Stogcheff, Shullsburg, Wis.; Stevens & Ayres, Gratiot, Wis.; Allen Overland Company, Rochelle, Ill.; Dewey Brothers, Hazel Green, Wis.; H. H. Fielder, Cuba City, Wis.; DuPage Overland-Knight Sales Company, Elmhurst, Ill.; Plattville Motor Company, Plattville, Wis.; L. E. Graves, Wyoming, Ill.; E. F. Gerrity Motor Company, Kankakee, Ill.; and George H. Harris, Bagley, Wis.

HACKENSACK SHOW

Hackensack, N. J., March 24.—Moe Katzman, manager of the Hackensack Auto Show, has announced a total attendance of over 7,000 for the week and the sale of fifty cars.

DICKENBACKER 8 at Grandy Bridge—"Cannon Ball" Baker set a new speed record when he drove his Rickenbacker Vertical 8 stock car across the bridge between Tampa and St. Petersburg, Fla., at the rate of 78.3 miles per hour. The span of Grandy Bridge is 5.6 miles long.



Used Car Parade Aids L. A. Dealers

Los Angeles, March 24.—Over 100 motor car dealers of this city participated last week in a long parade of reconditioned automobiles. The parade was the opening feature of the Spring Used Car Sale, made possible through the co-operation of the local motor car dealers and a local newspaper.

"The purpose of this parade of used cars is to show the people of Los Angeles that among the large selection many really fine cars, and sometimes almost new cars, are sold as used cars," explained George Kussman of Earle C. Anthony, Inc., and president of the Used Car Managers' Association. "We can't expect every one to look over the stocks of every dealer in the city, so through this parade we are bringing the cars to them."

There are over 200 motor car dealers actively participating in and receiving benefit from the used car sale.

PRATT NEW HEAD OF STAR FACTORY BRANCH

San Francisco, March 24 (U. T. P. S.).—It has been announced here by Norman DeVaux, vice-president and general manager of the Durant Motor Company of California, that Charles C. Pratt has been named general manager of the Star car factory branch in San Francisco, with George Hunt as sales manager.

Pratt has been corporation sales manager at the Oakland factory of the Durant company and his appointment is in the way of a promotion. Hunt is a former Durant sales force executive.

FORD DEALERS AT PLANT

Evansville, Ind., March 24.—Delegations from the local Ford dealer organizations attended the zone meeting of Ford dealers, held at the Ford Motor Company plant at Detroit the last half of the week. The A. L. Maxwell Company was represented by E. S. Snow, president; Harry A. Lang, sales manager, and William Miller.

Traffic Violator Saves Little Time In Cleveland Test

Cleveland, O., March 24.—Through the co-operation of the Walter F. Wright Company, local Chrysler dealer, the police traffic department conducted an unusual and interesting traffic test here recently.

The purpose of the test was to establish the amount of time gained by a motorist who speeds and disregards traffic regulations. Two Chrysler cars were used. An Imperial touring car, driven by Scott A. Rogers, vice-president of the Wright company, did the violating. Police license plates were used to facilitate his passage.

The other car, a Chrysler sedan, was piloted by W. B. Schlund, another member of the Wright organization. He was accompanied by a patrolman to see that no ordinance was violated. In the five-mile test, the first car violated twenty-three ordinances, but reached its destination only 2 minutes 18 seconds ahead of the second car.

At the conclusion of the test, Traffic Commissioner E. J. Donahue declared that "the automobile driver who cuts corners, sneaks past trolley cars, speeds when no one is looking, invades safety zones and disregards boulevard stop signs is only kidding himself."

The test showed conclusively that you can go just as fast by going a little slower, he believes.

NASH SALES IN CHICAGO

Chicago, March 24.—Recapitulation of retail sales during February show that Nash and Ajax sales in the metropolitan district of Chicago set new records. The Nash Sales Company reports 503 retail sales during the month, while wholesale deliveries for the period reached 1,026 cars. According to J. W. Brewer, manager of the sales company, March deliveries will exceed those of February.

for Economical Transportation



Sales managers, sales promotion managers, service, accounting and special used car men—all these are found in each of the thirty Chevrolet zone offices that exist to serve the Chevrolet dealers in their territory.

Touring - -	\$510	Sedan - - - -	\$735
Roadster - -	\$510	Landau - - - -	\$765
Coupe - - -	\$645	½ Ton Truck -	\$395
		(Chassis Only)	
Coach - - -	\$645	1 Ton Truck - -	\$550
		(Chassis Only)	

ALL PRICES F. O. B. FLINT, MICHIGAN

CHEVROLET MOTOR COMPANY, DETROIT, MICH.

Division of General Motors Corporation

Q U A L I T Y A T L O W C O S T

Kansas City Jobbers Report Increase in Parts Business

KANSAS CITY, March 24.—The policy of motorcar dealers in selling new cars "fully equipped" is having a tendency to cause a falling off in some retail lines of motor car accessories, with the jobbers reporting a corresponding increase in sales.

Dealers in parts and shop equipment are having good increases in sales.

C. F. Field of the Motor Industries Corporation says sales the last week on all kinds of motor replacement parts are on the upturn. The Jones Bearing and Parts Company, specializing in bearings, says sales have increased 50 per cent. in the last two weeks, while the General Auto Parts Company reports normal seasonal sales.

The Beach-Whitmann Company is having a big wholesale run on last week being good. systems and other motor car accessories handled. Retail sales are slow. The Stromberg Motor Devices Company sales are showing a big gain.

N. W. Seidel, manager of the Stewart-Warner Products Service Station, reports sales are "all we can supply" on the new Stewart-Warner Ford speedometer and heavy sales on the bumpers and other Stewart-Warner motor car accessories, including the electric windshield wipers.

In the shop and filling station equipment line a heavy demand for vulcanizing outfits and supplies is reported by A. A. M. Arnold of the Vulcanizers' Supply Company. "Our sales are running 100 per cent. better than a year ago," Mr. Arnold said.

J. B. McLaughlin, manager of the Clear Vision Sales Company, specializing in gasoline station supplies, says sales are 25 per cent. better than last year this time and trimmings, and this tendency has

WACO, TEX.

Waco, Tex., March 24.—Four inches of rain in one week in central Texas caused roads of this section to become muddy and treacherous and caused local accessory houses to make special displays of mud chains. These were among the articles which sold best at accessory and parts houses of Waco. Sales for the week ended March 19 showed a slight increase over the same period last year.

Ford dealers still do not possess an adequate supply of parts for the new models. Headlight equipment is finding a ready sale, due to the fact that many cars of this immediate section have not yet been tested in fulfillment of the state testing law.

Foot accelerators and lock steering wheels for Fords are selling rapidly. In fact, all Ford accessories are moving swiftly. Spring has caused cars to be adorned with radiator ornaments and other "trimmings," and this tendency has been reflected in the accessory sales.

CHAIN-TRACK TRACTOR

London, March 24 (U. T. P. S.).—A competition to find a chain-track tractor most suited for agricultural, forest and general use is to be organized by the German ministries of communication and food supplies and agriculture. The trials will most probably be held early in 1927. Further particulars are obtainable from the Reichministerium für Ernährung und Landwirtschaft, 72, Wilhelmstrasse, Berlin, W. 8.

J. H. NEWMARK, Inc.
FISK BUILDING
250 West 57th Street, New York City
AUTOMOTIVE ADVERTISING

LATEST MONTHLY NEW CAR

The monthly registration figures presented herewith are compiled by R. L. Polk Company, Detroit, Mich. Except where noted, the figures are for January.

States	Ajax	Auburn	Buick	Cadillac	Chandler	Chevrolet	Chrysler	Cleveland	Davis	Diana	Dodge	Durant	Elcar	Essex	Flint	Ford	Franklin	Gardner	Gray	Hudson	Hupmobile	Jewett	Jordan	Kiesel	States	
*Alabama	10		82	16	8	195	48	4			106			44	8	1085	1			39	10	2	1		Alabama	
†Arizona	6		25	3		43	17	1			33			25		207	2	1		16	4	8	1		Arizona	
*Arkansas	5		117	9	1	437	62				210			78	2	3008				36	25		4		Arkansas	
*California	115	54	1006	128	84	1539	466	59		7	1109		11	516	44	5198	28			463	248	284	88		California	
†Colorado	3	3	79	7	2	116	41	6			59	7		43	2	364	1	4		22	12	14			Colorado	
†Connecticut	6	10	237	58	16	214	136	17			102	2	3	158	17	653	10	5	1	104	99	28	11	5	Connecticut	
Delaware	3		30	9	5	40	13				10			25	2	157	2			15	6	1			Delaware	
†Florida	10	10	241	88	25	508	264	10			344	2	21	227	11	2224	16	5		296	91	32	55	7	Florida	
*Georgia			93	9		21	3				63			17	9	651	3			23	10		1		Georgia	
*Idaho	5		89	4	2	188	34	4			107			26	1	564	3			23	14	21			Idaho	
*Illinois	71	121	1188	179	73	1937	431	87	11	27	988	11	8	489	131	3317	37	21	7	372	478	203	89	43	Illinois	
*Indiana	16	19	226	12	12	670	144	22			179		3	279	24	2684	6			112	89	39	14		Indiana	
*Iowa	12	6	161	10	3	775	62	12		2	190			118	13	2267				43	21	31	1		Iowa	
Kansas	43		138	7		309	93	10			118			109	7	1673				41	23	11			Kansas	
*Kentucky	4	1	38	3	3	19	29	1			28			24	3	532	1			12	12	3			Kentucky	
*Louisiana	14	2	125	26	8	305	75	4		1	200			55	4	1829	3			52	11	2	1		Louisiana	
Maine	2		15	3		9	4				5			4		31				2	1				Maine	
*Maryland	16	1	129	13	11	382	78	8		1	129		3	86	13	941	4			48	40	12	13		Maryland	
*Massachusetts	12	6	307	37	35	144	167	17		8	164		2	138	19	723	12			110	42	16	19		Massachusetts	
*Michigan	77	16	666	56	6	1091	292	16		5	669		8	503	75	2990	2			229	92	84	19		Michigan	
*Minnesota	14	2	345	15	2	709	44	3		6	213			198	8	2134	4			52	60	26	8		Minnesota	
†Mississippi	4		50	7		227	21				42			21		1692				17	3				Mississippi	
*Missouri	11		231	18	24	653	92	21		7	214		1	171	14	2870	10			70	65	25	5		Missouri	
†Montana	1		1			2										3									Montana	
*Nebraska	16		322	9	9	573	138	3			201		1	95	4	2904				46	23	21	3		Nebraska	
Nevada																									Nevada	
N. Hamp.			31	2	1	25	7	1			21			21		101	2			9	2	3			N. Hamp.	
New Jersey																									New Jersey	
†N. Mexico			2			4	3				5					50									N. Mexico	
†N. York	35	13	987	106	107	812	301	91	2		278	2	12	273	24	2046	23	17	3	201	151	63	59	7	New York	
†N. Carolina	12		182	13	1	307	67	1			172	1		114		2104	7			51	19	1			N. Carolina	
N. Dakota	4		105	7	3	373	56				97			44	1	1016				15	20	6			N. Dakota	
†Ohio	6	12	116	16	20	162	40	4	6		52	9	14	90	7	534	4	2	3	28	29	22	11	2	Ohio	
*Oklahoma	7		210	23	16	367	48	7			151			125	4	2204	3			56	44	13	1		Oklahoma	
*Oregon	29	6	208	27	8	409	124	12		3	213			149	2	1319	11			81	44	39	4		Oregon	
*Pennsylvania	40	37	810	88	126	1422	434	84		9	664		12	418	78	3560	35			375	199	156	80		Pennsylvania	
Rh. Island	5	2	26	7		24	24	1		2	30		5	10	1	76	2			6	5	2			Rh. Island	
†S. Carolina	1		51	4	1	117	20				47	2		54		904				31	11	2			S. Carolina	
*S. Dakota	9		46		1	94	15	9			18			19	2	380				9	7	7			S. Dakota	
*Texas	48	14	648	78	15	1672	348	12		3	809			409	32	8450	27			242	114	39	17		Texas	
Utah	4		48	3		73	23			3	64			29	1	179	1			10	10	17			Utah	
Vermont	1	1	22	1		16	8				11			6		75				6					Vermont	
*Virginia	2		115	11	3	268	80	12			110			45	9	1097	6			39	36	9	3		Virginia	
Wash'ton	30	3	112	5	4	323	99	4		3	112			102	4	708	1			54	15	12		1	Wash'ton	
†W. Virginia			3	3	6	11	11	2			3			5	2	101	1			4	6	2		3	W. Virginia	
*Wisconsin	27	6	345	36	21	571	57	27		1	155		6	227	14	2093	15			92	57	38	11		Wisconsin	
Wyoming	2		43	2	6	67	20	7			27			7		117				8	2				Wyoming	
D. of Col.	3		61	10		125	25	1		1	63			35	5	190	2			16	12	10	5		Dis. of Col.	
Total....	711	345	10113	1168	667	18358	4564	580	19	89	8585	36	110	5631	597	68005	285	55	14	4047	2263	1304	524	68	...	Total....

*January figures. †December figures. ‡New York

CHARGE SPURIOUS AC SPARK PLUG ON MARKET

Flint, Mich., March 24.—The AC Spark Plug Company charges that several concerns are offering a spurious AC plug bearing the AC trade-mark.

Examination of these plugs discloses that they are made of old AC aircraft insulators manufactured during the war and secured from government obsolete stocks, the company officials claim. These have been assembled into seven-eighths sizes.

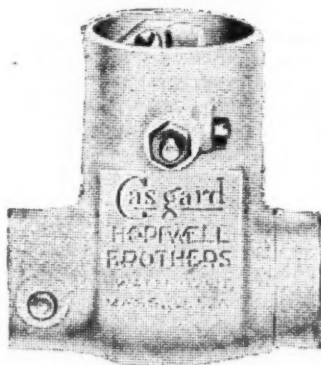
ANTHES FORZOIL TO BRING OUT NEW SIZED CAN

Ft. Madison, Ia., March 24.—The Anthes Forzoil Company, Charles Anthes, president, this week announced the introduction of a new small-sized can, embodying all the features of the larger products, but intended for use of motorists and home mechanics for lawn-mowers, sewing machines, etc. It will have a half-pint container. Ten thousand cans are being produced now and will be on the market April 1.

New Automotive Equipment

This department is devoted to the newest developments in automobile accessories, replacement parts and shop equipment. Its columns are open to manufacturers, who are invited to submit descriptions and illustrations of their latest products.

GASCARD



Hopewell Brothers, Watertown, Mass., is manufacturing the Gascard shown above, described as a mixture and temperature regulator for Ford carburetors. The Gascard consists of two parts, a hot stove and an air blending chamber. The hot stove is a stamping formed to fit around the hot exhaust pipe and is much larger than customary, in order to produce a high temperature in the entering air. The air blending chamber is contained within a tee-shaped casting. One end of the casting attaches to the carburetor, the top inlet attaches to the hot stove and

TRANSMISSION LINING



The Gillette Autoparts Company, South Hanover, Mass., is producing a cushion grip transmission lining for Ford cars. The linings maintain an oil cushion between the linings and the drums. The inner cushion, it is claimed, is absorbing oil when the linings are not in action, releasing the oil and thoroughly lubricating the linings when in action, keeping them soft and pliable, preventing glazing and as-

the other end opens to the air. Both of the hot and cold inlets have balanced valves controlled by a thermostat located within the hot air inlet.

It is priced at \$8.88.

suring long wear and smooth service.

The surface of Gillette linings that comes in contact with the drums is woven of long staple cotton, in a herring-bone pattern that feeds the oil always toward the center, instead of permitting it to escape at the sides.

Auto Fabric Plants Going Full Time

Cohoes, N. Y., March 24.—It was stated today at the plant of the Beaver Mills Corporation that several units of new machinery are being added in order to take care of the increasing demand for tire fabrics and yarns from the automobile industry.

A portion of the weaving room help laid off several days ago will be recalled soon after the new machinery is placed in operation.

The Asbestos Spinning and Weaving Corporation, manufacturer of brake linings and automobile fabrics, is maintaining topnotch production, with the demand for its products during the next six months expected to exceed any previous year in its history. The company has about 1,500 spindles in operation.

The Slade Products Corporation of New York, manufacturer of brake linings, which recently started operations in the Barker Building at Watervliet, has added some additional machinery during March with the outlook favorable for steady operations during the entire year. Superintendent Gilley stated that about fifty persons were being employed, which number would be increased during the summer months.

FARM USE

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CAR REGISTRATION STATISTICS

figures are those of February. In the cases of Nevada, New Jersey and Tennessee, registration figures are not available at this time.

States	Lincoln	Loco- mobile	Marmon	Moon	Nash	Oakland	Olds- mobile	Overland	Packard	Paige	Peerless	Pierce- Arrow	Reo	Ricken- backer	Star	Stearns- Knight	Stude- baker	Stutz	Vette	Willis Ste. Claire	Willys- Knight	Miscella- neous	Totals	States	
Alabama	3		1		19		13	21	7				5		9		20				13	3	1773	Alabama	
Arizona	1	1		3	3	7	8	9	1			2	2		43		11				4		487	Arizona	
Arkansas	6			6	57	28	26	145	1			1	1	6	238		81				18	2	4610	Arkansas	
California	64	27	25	31	341	268	189	301	143	7	55	37	49	22	462		586	1	20	10	158	191	14424	California	
Colorado	3	1		1	30	8	14	27	8	1	2	6	2	10	76		35			4	10	7	1030	Colorado	
Connecticut	6	7	9	5	69	71	33	98	46	4	4	15	17	4	23	4	100	3	7	1	33	59	2510	Connecticut	
Delaware			1	1	9	13		16	6			1			3		10				3	9	390	Delaware	
Florida	63	9	13	9	209	71	47	170	74	3	4	21	13	14	45	1	271	1	4	10	105	23	5667	Florida	
Georgia	3		3	1	42	4	10	6	1			6	3		2		45				2	20	1051	Georgia	
Idaho					27	28	52	74	8	2			2	1	92		24				23	12	1430	Idaho	
Illinois	116	44	33	52	548	331	191	778	212	38	71	37	122	64	300	12	527	13	46	26	334	63	14279	Illinois	
Indiana	10		9	4	107	110	120	390	18	1	6	3	17	11	75		140	1	6		46	36	5660	Indiana	
Iowa	3			1	48	30	30	174	4	1	4			6	3	131		50		9	14	16	4251	Iowa	
Kansas	2		1	1	41	64	20	71	5	1	2		5	3	83		39				8	13	2911	Kansas	
Kentucky	2		1		13	4	14	21	3				1	2	15		25	1			5	6	926	Kentucky	
Louisiana	5		1	2	67	16	17	49	15		6	4	6	1	42		62				30	8	3038	Louisiana	
Maine					5			4	1						1		3				2		92	Maine	
Maryland	3	6	6	1	52	19	24	92	14	1	21	2	5	8	53		58		5		23	22	2343	Maryland	
Massachusetts	7	4	7	2	117	44	30	49	35	1	20	6	47	1	16		48		7	5	17	16	2457	Massachusetts	
Michigan	22		8	4	196	207	139	277	44	14	8		49	17	183		153		3	3	34	58	8315	Michigan	
Minnesota	6		2	5	69	105	70	286	17		4	1	9	4	62		86	1	6		37	29	4622	Minnesota	
Mississippi	1		1		17	2	11	19	5				2	1	24		25				4	1	2198	Mississippi	
Missouri	9		13	23	85	55	68	168	15	1	5	4	10	16	118		105	2		2	52	68	5321	Missouri	
Montana								1															8	Montana	
Nebraska	9	1	1	1	61	32	51	114	13				10		150		46		1		18	29	4905	Nebraska	
Nevada																									Nevada
N. Hamp.					5	7	3	10	3			1	8		2		13	1	1		2	1	283	N. Hamp.	
New Jersey																									New Jersey
N. Mexico							1								4		1						70	N. Mexico	
New York	15	8	19	7	427	210	106	250	75	9	46	23	29	20	132	4	230	1	13	8	62	32	7339	New York	
N. Carolina	1	1	2		42	17	23	40	12			5			52		24				6		3277	N. Carolina	
N. Dakota					13	29	56	90	1	2				4	59		23		1		6	16	2047	N. Dakota	
Ohio	8	1		4	60	32	44	78	14	1	9	4	7	6	17	2	41		5	3	15	6	1546	Ohio	
Oklahoma	3		2	1	67	49	17	75	8	1		6	7	3	67		49				13	10	3657	Oklahoma	
Oregon	8	2	4	5	72	51	110	137	13				5	10	114		98		1	2	37	18	3375	Oregon	
Pennsylvania	19	21	19	20	367	297	168	438	121	17	64	27	33	47	341		357	8	18	14	121	137	11281	Pennsylvania	
Rh. Island	1	1	1	4	11	9	6	7	6		1	1	1		11		8	1			2	3	302	Rh. Island	
S. Carolina					11	3	5	9	2						19		20		1		4		1319	S. Carolina	
S. Dakota					8	12	22	45	2					2	22		14				2	1	746	S. Dakota	
Texas	21		6	26	258	141	117	402	50	2	19	17	20	6	364		314	1	6		98	46	14891	Texas	
Utah			6	26	10	34	34	3	1				2	4	24		22				9	3	643	Utah	
Vermont				6	2	1	8						1				5				1	1	172	Vermont	
Virginia	1		1	1	36	16	11	37	14		2	2	7	2	44		49			1	16	3	2088	Virginia	
Washington	3		4	2	36	37	53	70	17	1		1	4	1	79		49		4		18	21	1992	Washington	
W. Virginia				2	6	1	2								4		5				2	2	187	W. Virginia	
Wisconsin	8	3	2	4	170	77	103	240	29	3	8	9	9	8	63		102	3	5	12	65	37	4759	Wisconsin	
Wyoming					34	6	16	9	2			1			26		5			2		1	410	Wyoming	
Dis. of Col.	5	3	2	1	41	9	3	6	10		17	1	4	1	3		23	1	2	1	9	4	710	Dis. of Col.	
... Total ...	437	140	197	234	3914	2537	2127	5347	1078	112	378	244	522	300	3673	23	3992	39	175	102	1401	1033	155,472	Total	

†New York state, except the metropolitan district.

Texas Truck Trade Benefits by Bus Line Extensions

Waco, Tex., March 24.—Recent extensions of bus lines in central Texas have caused local bus and truck dealers to declare that sales for last week were considerably better than for the same time a year ago.

Reo Speedwagons are moving swiftly. These are handled by the Reo Motor Company here. Graham trucks likewise enjoyed a good week, according to the Central Motor Company. The Ford one-ton truck and light delivery, of course, topped the list, sales being unusually heavy with these, according to the Cruger and Duncan-Smith companies.

Dealers in Arkansas Busy Selling Buses

Little Rock, Ark., March 24.—Truck companies are doing a good business in the bus line in Arkansas and several companies maintain branches in Little Rock, from which point the entire state is served.

The Mack Truck Company has just closed a deal for five twenty-passenger buses to be operated out of Eldorado, delivery to be made as soon as possible. The company maintains a complete service department with full line of parts here at its branch.

The International Harvester Company, which now maintains a down town showroom and service station, is also getting its share of the bus business, reporting several sales during the past week.

The White Company and the Federal also maintain branches here and the Graham is handled by the Dodge Brothers dealer.

Regulation of bus lines in the state is being placed under the Railway and Transportation Commission and efforts are being made to have lines out of Little Rock conform to non-competitive schedules. This matter has been in the courts and before the commission for several months and a solution is believed to have been found that will be fair to all lines.

Truck Sales Fair in Baltimore Territory

Baltimore, Md., March 24.—Fairly good truck sales and only moderately good bus sales are being reported in Baltimore.

Due to the comparative quiet in building and truck contract work there is not a very strong demand, although the coming months are being looked forward to as the seasonal opening of this type of work. Some dealers, notably the Ford merchandisers, declare that sales of the light delivery trucks are much in demand since the wide institution of delivery service by all sorts of merchants.

The bus field here is regarded as comparatively small because of lack of competition. The so-called "monopolies" which are said to exist here discourage individual operation of fleets. Most of the public service contracts are with one or two large companies.

TRUCK CO. TO BUILD

Seattle, March 24.—A proposed \$35,000 warehouse and a \$15,000 garage are to be built at Everett for the Independent Auto Truck Company. The warehouse is planned to be three stories in height, reinforced concrete construction and covering an area 100 by 100 feet. The garage will be one story, mill and concrete construction, 125 by 120 feet. R. B. Bovee is president of the Independent Auto Truck Company, one of the largest concerns of its kind in Snohomish county.

ALWAYS SIMONIZ A NEW CAR

It's really the way to keep every car looking beautiful

for DUCO and all LACQUERS

FARMERS IN MARKET FOR USED TRUCKS AT CHICAGO

Chicago, March 24.—Chicago truck dealers have found a rather lively market in the corn belt for the disposition of used trucks. Farmers are in the market for second-hand commercial vehicles that have been reconditioned and are suitable for trucking produce to and from the market, as well as for other purposes. The Reo branch reports many sales of used trucks to farmers. The outward appearance of the used vehicles is made attractive and new, while the mechanical condition is such that the company offers a thirty-day guarantee.

ELECTRIC TRUCK FLEETS

Chicago, March 24.—The purchase of electric trucks in fleets has yielded a profitable business to this field of the automotive world in Chicago. The Sawyer Biscuit Company added eighteen and the National Tea Company fifteen recently. Electric truck makers are boosting their products as the standard short-haul unit.

WISE ACORN NUTS

BETTER—
—COST LESS.

WRITE FOR SAMPLES

WISE INDUSTRIES
1033-43 Mt. Elliott
DETROIT, MICH.

Tractor School Has Large Attendance

Grand Forks, N. D., March 24.—Three hundred Hart-Parr tractor salesmen and users attended the combination sales and service school conducted here last week by the Hart-Parr Tractor Company of Charles City, Iowa.

Dave E. Darrah, advertising manager of the company, addressed the silver anniversary banquet Tuesday evening at the Hotel Dakota during a program that was broadcast over Station KFJM. Machinery has made of the farm a veritable factory where raw products from the ground are turned into manufactured products in as complete a sense as in the modern factory, he said. Through the use of machinery, a comparative few are able to produce foodstuffs to feed the masses.

Bright prospects for the future of the tractor in the Northwest were voiced by Prof. James Reinhart of the University of North Dakota. Diversified farming, he declared, must be adopted by farmers before they can go far, however.

TRUCKS IN FRANCE

Paris, March 24.—France had in operation on December 31, 1925, a total of 200,895 motor trucks, delivery vans and tractors, and 18,890 motor buses engaged in public transportation. A total of 32,097 of the trucks and vans and 16,369 of the buses were registered in the city of Paris or its immediate suburbs.

Thresher Co. Building New \$450,000 Factory

Des Moines, Ia., March 24.—Wood Brothers Thresher Company has announced plans for construction of a new unit at a cost of \$450,000 which will practically double its capacity of 4,000 threshers annually. The new factory will cover seven acres of ground, with the main building 304x500 feet, including an office section 130x160 feet.

F. J. and R. L. Wood are owners of the company, which was launched in the Dakotas in 1886, made its first self-feeder four years later and entered the manufacturing field in 1893. The plant has been established here since 1899. The present factory will be sold when the new unit is completed, the opening being tentatively scheduled for early September. Work on the new plant will start in April.

WICO ELECTRIC OPENS PLANT IN ENGLAND

Springfield, Mass., March 24.—The Wico Electric Company of West Springfield have just opened a plant in London, England, for the manufacture of magnetos for trucks and tractors. This factory is the answer to the heavy demand for Wico magnetos and igniters in Europe. Magnetos for all sorts of farm and industrial machinery will also be made in the London Wico. The London branch is in charge of Gilbert Bloss from Springfield and on Saturday Nelson Sherborne, Jr., and others from here sail for London.

GAS ENGINE CO. CHANGES NAME TO DEERE TRACTOR

Waterloo, Ia., March 24.—The Waterloo Gasoline Engine Company has abandoned that name and adopted the firm name of the company which bought into the plant several years ago, and will now be the John Deere Tractor Company. Allen H. Head, secretary and general manager, said that the firm will have the benefit of the Deere & Co. sales and distribution facilities. The Waterloo firm was taken over several years ago and continued without change, but as designs in farm tractors and gasoline engines altered its line was changed, until now its products are similar in every detail to the Deere line.

CONTRACT AWARDED FOR 6 YELLOW COACH BUSES

St. Petersburg, Fla., March 24.—A city contract for six Yellow Coach street car type buses has been awarded to Roy Dew, Inc., St. Petersburg Cadillac and Yellow Coach bus distributor. The selection was made from a field of eight bidders and at a cost of \$40,950.

Although the bus purchase is considered an experimental measure, it is expected that municipal street railway transportation will be greatly increased. Bus schedules and routes have been prepared and will be in operation within sixty days.

Automotive Daily News

"Of, By and For the Entire Automotive Industry"

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The Low-Down on Tire Prices

By L. C. ROCKHILL,

Sales Manager of the Goodyear Tire and Rubber Company

FOR some time past newspapers all over the country have been commenting on the British rubber restriction act and the effect this has had on American tire prices.

Some propaganda has been spread to the effect that American tire manufacturers have increased tire prices faster than the cost of rubber justified.

Now the fact is that the tire manufacturers are more vitally interested in keeping tire prices down than any one else.

The lower tire prices can be kept the more tires the public can afford to use.

Tire manufacturers make better profits when their factories are running to capacity than they do when production is curtailed by high tire prices.

So from purely selfish motives tire manufacturers keep tire prices just as low as possible.

There is probably no industry in the country that has given the public a squarer deal than the tire industry has.

Back in 1920 most of the tire manufacturers had big stocks of raw material and finished product bought and manufactured at relatively high cost.

Suddenly business collapsed.

Rubber went down to as low as 12 cents per pound—below the actual cost of production.

What did the tire manufacturers do then?

They wrote down their inventories and reduced prices until they were proportionate to replacement costs of raw materials.

In so doing they absorbed losses totaling many millions of dollars.

Tire profits vanished and shareholders in the rubber companies saw their securities shrink to almost nothing.

But tire buyers got the benefit.

Naturally, however, rubber could not be sold very long below the cost of production if the rubber plantations were to continue their existence.

As it was, some plantations had to cease operations because they could not live on the low prices then in existence.

This reduced the total supply of rubber and gradually cut down the big surplus which had existed.

The Stevenson act of Great Britain restricted shipments from the British colonies and gradually rubber prices started to advance.

But tire manufacturers did not take advantage of this situation.

So long as they had any low-priced rubber left tire prices were held down and were only advanced as supplies of lower cost materials were exhausted.

So when rubber went down in 1920 and 1921 the public got the benefit of replacement costs of rubber and the manufacturers pocketed the losses.

Then when rubber advanced the public again got the advantage of previous purchases of low-priced material as long as it lasted.

During 1925 the increased consumption of rubber, coupled with reduced production and shipment, practically wiped out reserve stocks, and prices advanced in spectacular fashion.

But tire prices have never been advanced in proportion to the peak prices of rubber.

Any low-priced rubber the manufacturers had was averaged in with higher priced purchases and tire prices were advanced only gradually as lower cost materials were exhausted.

Bring Test Case on N. C. Tax Ruling

Charlotte, N. C., March 24.—

State Revenue Commissioner Doughton and Frank Page, chairman of the North Carolina Highway Commission, agreed in a conference at Winston-Salem, N. C., with Dodge Brothers' dealers to expedite as much as possible the bringing of a test case in the state Supreme Court to determine whether automobiles with a horse power a fraction over 24 shall have to pay an increase of \$7.50 per annum in license taxes, according to dealers returning from that city.

The Dodge Brothers' dealers told the officials that the present licenses have stood for fifteen years without the discovery of the technical error in the execution of the law, and that they hoped the state would not collect the extra \$7.50 tax until the dealers have had an opportunity to go before the Legislature next year and appeal for a change in the present system of licensing, which is based on horse power, to one based on speed and weight.

Messrs. Page and Doughton insisted that the state would have to proceed with the collection of the higher tax, which now is made \$20 per year. Page admitted that there is merit in the contention of the dealers and of the North Carolina automotive trade association that the license tax rates should be based on speed and weight, rather than horse power.

It was pointed out that the new understanding and enforcement policy of state officials concerns approximately six makes of automobiles. The amount which this policy will add to the annual income of the state government from this source is variously estimated up to \$600,000.

To Enforce Laws On Headlights

Seattle, Wash., March 24.—With the summer touring season near, state highway patrolmen have started a drive to rigidly enforce the motor headlight laws.

There are three principal headlight offenses that motor drivers are guilty of, according to Douglas Shelor, manager of the Automobile Club.

"The first is driving with only one headlight," said Shelor. "All drivers should carry spare globes."

"The second is improper lens or improper adjustment. The law requires that the beam of light be reflected so that it will not at any time rise higher than forty-two inches above the ground."

"The third offense is improper use of a spotlight. The law requires that spotlights be deflected six feet to the right of the car and focused on the roadway, seventy-five feet ahead. This is easily followed and there is no excuse for its violation."

"The law allows a light globe of twenty-seven-candlepower maximum strength. There are thousands of globes in use with greater candlepower."

TRAIN SHIPMENTS OF AUTO SUPPLIES HEAVY

Decatur, Ill., March 24.—The Decatur division of the Wabash road had a record auto shipment week in the period just closed, with Saturday reaching a new high for a day. Auto records over this division of the road are being frequently broken, but Saturday's train sheets showed that 275 cars of autos, supplies and accessories moved through the terminal.

The actual figure might be even higher, for many of these trains dropped off several cars at Tolono for transfer to the Illinois Central. Two hundred car days for auto shipments have been frequent the last few months, but none of them neared the 300 mark, as on Saturday. A month ago the shipments were at their low, dropping to only forty and fifty cars a day.

Safety Conference Reports Show Increased Accidents

WASHINGTON, March 24.—The summary of conclusions of the report submitted by the committee on statistics to the Conference on Street and Highway Safety, now being held here, is in part as follows:—

1. In the United States in the year 1924, 23,300 deaths and nearly 600,000 serious personal injuries occurred in street and highway accidents. Automobile traffic was involved in at least 85 per cent. of these accidents.

2. There was an increase of 3 per cent. in the number of traffic fatalities in 1924 as compared with 1923. This was due entirely to an increase in automobile accidents, which resulted in an increase of 6.8 per cent. in fatalities. The number of fatalities caused by railway grade crossing accidents, street car accidents, and by horse drawn vehicles all declined in 1924.

3. Statistics available for the year of 1925, dealing principally with the number of automobile accidents in large cities, indicate a further increase in the number of automobile fatalities, but the rate of increase was less than in 1924. For seventy-eight cities in the aggregate, the fatalities increased 5.0 per cent. from 1923 to 1924, and 2.4 per cent. from 1924 to 1925.

4. The peak in the rate of increase, both in automobile fatalities and in other traffic fatalities as well, seems to have been reached in 1923. The rate of increase was less in 1924 than in 1923, and appears to have been less in 1925 than in 1924.

5. Railway grade crossing accidents, and the fatalities caused by them, increased about 3 per cent. during the first tenth months of 1925.

6. In 1924 the number of automobile fatalities declined in six of the states of the registration area, and remained stationary in one state. In two other states the number slightly increased, but the death rate from that cause slightly declined, while in twenty-nine registration states the death rate increased as well as the number of fatalities.

7. There are encouraging indications of a reduction in the number of automobile accidents in some of the larger cities. Of the seventy-eight cities of over 100,000 population for which comparable information is supplied by the Department of Commerce, thirty-three reported a decrease for 1924 in the number of automobile fatalities; in two cities the number remained stationary.

change.

In 1925, as compared with 1924, twenty-seven out of the seventy-eight cities for which comparable information was available reported a decrease, while three cities showed no

8. Another hopeful sign was the progressive reduction in a few cities. Six of the principal cities showed reductions in automobile fatalities in both 1924 and 1925, while two of these cities reported reductions of 5 per cent. or more in both years.

9. The committee renews its recommendations of 1924 emphasizing the necessity for accurate, complete, and up-to-date statistical information regarding traffic accidents.

10. The information which should be secured regarding traffic accidents may be grouped under the following headings, which are a revision, after further consideration, of the recommendations of the committee in 1924:—

- (a) Location.
- (b) Time (hour).
- (c) Type.
- (d) Weather.
- (e) Road conditions.
- (f) Lighting conditions (street).
- (g) Physical condition of persons involved.
- (h) Experience of driver.
- (i) Age of driver.
- (j) Relation of driver to owner.
- (k) Mental condition of driver.
- (l) What was the driver doing?
- (m) Conditions of car or cars at time of accident.
- (n) Speed of car or cars.
- (o) Primary cause of accident.
- (p) Contributing causes or circumstances of accident.
- (q) Violation of traffic ordinances or M. V. laws.
- (r) Age and sex of injured.
- (s) Extent of injuries.
- (t) Estimate of property damages.
- (u) Preventive action recommended.

11. On the whole, the committee feels justified in the conclusion that the safety movement and safety education generally are beginning to produce results in the traffic field, where progress has been much slower than in the field of industrial safety. The battle is not yet won, however. Merely to record a reduction in the rate of increase in automobile fatalities is not sufficient. Fatal accidents in other forms of traffic accidents are declining. They should decline still further. The number and rate of fatalities in automobile accidents should also be reduced. There must be no lessening of intensive effort until this needless loss of human life has not only been checked, but has been reduced to the smallest possible proportions.

Coming Automotive Events

MARCH

- 20-Apr. 9.—State of Texas. Automotive Equipment Association, meeting of the merchandising department.
- 22-27—Longview, Wash. Automobile Show.
- 23-25—Washington, D. C. National Conference on Street and Highway Safety.
- 24—Cleveland, O. Annual meeting of the Cleveland Automobile Manufacturers and Dealers. Hollenden Hotel.
- 25—Detroit, Mich. Society of Automotive Engineers, meeting of the Detroit section. General Motors Building.
- 26-27—Bridgeport, Conn. Automobile Show.
- 23-28—Saratoga Springs, N. Y. Automobile Show.
- 25-26—Chicago, Ill. Society of Automotive Engineers and American Society of Agricultural Engineers, annual tractor engineering meeting.

APRIL

- 3-14—Frankfort-on-Main, Germany. International Motor Car Show.
- 5-9—Greenville, N. C. Automobile Show.
- 5-10—Savannah, Ga. Savannah Auto Trade Association Show.
- 10—New Orleans, La. Automotive Equipment Association, meeting of the merchandising department.
- 15—Fresno, Cal. American Automobile Association race.
- 20-23—Philadelphia, Pa. Retail Delivery Association, annual convention, Bellevue-Stratford Hotel.

MAY

- 1—Atlantic City, N. J. Races at opening of new speedway.
- 10—Charlotte, N. C. American Automobile Association race.
- 13-15—Galveston, Tex. Tenth annual convention of the Texas Automotive Dealers' Association.
- 13-15—Detroit, Mich. American Gear Manufacturers' Association, tenth annual convention. Book-Cadillac Hotel.
- 30-31—Indianapolis, Ind. 500-Mile race.

JUNE

- 1-4—French Lick Springs, Ind. Semi-annual national meeting of the National Society of Automotive Engineers.
- 8-10—Detroit, Mich. American Body Builders' Association, convention. Hotel Statler.
- 12—Altoona, Pa. American Automobile Association race.
- 12-13—Le Mans, France. Rudge-Whitworth twenty-four-hour stock car race.
- 16-18—Philadelphia, Pa. Society of Industrial Engineers, thirteenth national convention. Bellevue-Stratford.
- 14-19—Montreal, Canada. Automotive Equipment Association meeting, Mount Royal Hotel.
- 26—Laurel, Md. American Automobile Association race.

JULY

- 5—Salem, N. H. American Automobile Association race.
- 17—Atlantic City, N. J. American Automobile Association race.

AUGUST

- 3-6—Denver, Col. Denver Post, outdoor automobile show.

SEPTEMBER

- 6—Altoona, Pa. American Automobile Association race.
- 25—Salem, N. H. American Automobile Association race.

Dealer Activities

FLINT AND STUTZ TRADE SHOWROOMS IN CHICAGO

Chicago, March 24.—Negotiations have been closed whereby the Chicago Flint Company trades business locations with the Chicago Stutz branch. The latter moves this week into the Flint Building at 2500 Michigan Ave. and the Flint Company takes possession of the old Stutz quarters at 2247 Michigan Ave. Herman J. Rosenberg, president of the Chicago Flint, acted for his company and Floyd D. Cerf, Stutz branch manager, for his concern.

DEALER IN SANTA ANA ADDS STUTZ LINE

Santa Ana, Cal., March 24.—The name of the Reo Sales and Service Co. has been changed to the Reo-Stutz Sales and Service Co., following the acquisition of the county franchise for the Stutz line. At the same time, Harvey Traveller has been named sales manager of passenger cars, according to Joseph Finley, manager of the concern.

BUYS PARTNER'S INTEREST IN FORD DEALERSHIP

Kittanning, Pa., March 24.—W. D. Crim has just purchased the interest of Harry H. Walker in the Walker-Crim Company, Ford dealer in North Jefferson Street. The firm was organized in 1912.

ASSOCIATE DODGE DEALER NAMED IN BERGENFIELD, N. J.

Bergenfield, N. J., March 24.—The Twin Boro Motors, Inc., of this city, has just been appointed associate Dodge dealer by Browne, McQuaid, Probst, Inc., Dodge dealers of Englewood and Closter. C. E. Benjamin of Tenafly is the manager.

OPENS WILLIS-OVERLAND DEALERSHIP IN KELSEO

Olympia, Wash., March 24.—The Marks Motor Company has just opened a sales and service dealership for Overland and Willis-Knight cars at the corner of 5th Avenue and Main Street, Kelseo. L. A. Marks is in charge. F. E. Booth remains in Castle Rock in charge of the Marks Motor Company establishment there.

TAKES OVER OLDSMOBILE SALES IN NEW LONDON, WIS.

New London, Wis., March 24.—The New London Motor Sales Company, owned by L. A. Ziebell and C. J. Thompson, has just taken over the Oldsmobile dealership.

FORD DEALER GIVES SPRING OPEN HOUSE

Evansville, Ind., March 24.—The spring season was ushered in by the A. L. Maxwell Company, 2d and Vine Streets, Ford and Lincoln dealer, with a public open house party. A public open house party given by the company in its sales room several weeks ago was attended by more than 3,000 persons on two nights.

TO SELL CHRYSLERS AT HANNIBAL, MO.

Hannibal, Mo., March 24.—T. C. Moon of Boone Terra, who conducted a general automobile and garage business there, has just leased the Anderson Building at 808 Broadway and will handle the Chrysler car here with service and general repair and accessory business.

NEW PEERLESS STORE OPENED IN CHICAGO

Chicago, March 24.—A new Peerless store has just been opened at 6101 North Clark St., under the firm name of the Uptown Peerless Company.

Improvements

PLAN \$65,000 HOME

Greensboro, N. C., March 24.—C. H. Rawls and J. K. Kernodle, of the Rawls Motor Company, plan the erection of a modern garage here. It will be homecoming for Mr. Rawls, who was formerly in business here and now has a dealership in Raleigh. The new building will be 50 feet by 100 feet and will cost between \$30,000 and \$40,000. With the land included the investment will be around \$65,000.

PLANS \$40,000 HOME

Rockford, Ill., March 24.—Dell Hutchins, Rockford dealer for the Buick, has announced plans for a \$40,000 sales and service building at 214 North 5th St., on a site purchased two months ago. The new building will be one story high, of brick and steel, covering a ground plot 55 by 150 feet. A modern accessory store and the sales and display rooms will occupy the front.

TO IMPROVE QUARTERS

Birmingham, Ala., March 24.—The Drennen Motor Company, Cadillac and Buick dealer here, will make improvements to its present building on South 20th Street to cost approximately \$5,000.

Dealers' Plates Denied Surety Co.

Olympia, Wash., March 24.—The right of auto-contract surety concerns to claim dealers' license plates in the conduct of their business is denied in an opinion by Attorney-General John H. Dunbar of this state, who contends that the statute covering issuing of such plates intended that dealers' plates should not be issued to parties other than those who actually engage in the selling and purchasing of new or second-hand automobiles.

Attorney-General Dunbar concludes that surety concerns have no connection with the actual handling of cars, other than those seized through default of contract. The opinion was sought following application of the Manufacturers' Finance Acceptance Corporation of Baltimore, Md., which maintains a branch office in Seattle, for dealer's plates.

OLDS DEALERS TO MEET

Spokane, Wash., March 24.—A meeting of Oldsmobile dealers will be held in Spokane during April, at which time executives from the factory at Lansing will be here. F. G. W. Sudrow, Pacific zone manager, announced while here recently.

Fire Losses

BLAZE IN GARAGE

Sioux City, Ia., March 24.—The White Garage, 610 Prospect Ave., suffered \$4,600 loss in a fire which nearly destroyed the property. The plant was operated by Michael Rich, whose insurance covers nearly all of the loss.

Personal Items

NAGELVOORT NAMED HEAD

Seattle, March 24.—Floris Nagelvoort, president of the Nagelvoort-Stearns Cadillac Company, has just been named chairman of the industrial committee of the Seattle Chamber of Commerce, which has 70 members. Mr. Nagelvoort came here from Wichita, Kan., where he had been president of the local Chamber of Commerce.

D. E. OWEN ELECTED

St. Louis, March 24.—David E. Owen has just been elected vice-president of the Owen Baskett Motor Company of St. Louis, authorized Ford dealer. He is a son of William H. Owen, president of the firm. Thomas S. Baskett, former vice-president, now is connected with the Kuhs-Wiemeyer Motor Company here.

SHAW IN MIAMI

Miami, Fla., March 24.—Lynn M. Shaw, assistant general manager of the National Automobile Dealers' Association, with headquarters in St. Louis, has been spending a brief vacation in Miami.

DAMPMAN BRANCH HEAD

Chicago, March 24.—A. S. Dampman, formerly a star salesman for the Hudson Company of Illinois's Michigan Avenue store, has just been appointed manager of the Evanston branch of the concern.

DEMGEN AT MEETING

Schenectady, N. Y., March 24.—Harry W. Demgen of this city who

has been appointed New York state sales manager of the Converse Tire Company, has just returned from Malden, Mass., where he had been attending a meeting of the factory officials.

KOHL BECOMES DEALER

White Plains, N. Y., March 24.—G. T. Kohl, who has been connected with the Packard Westchester Company of this city for the last two years as sales manager of the used car department, has just severed his connection with the company to become a dealer for the Hupmobile in Mt. Vernon and New Rochelle.

HARRY O. MARTIN DIES

Altoona, Pa., March 24.—Harry O. Martin, auditor and accountant for Penn Motors, Inc., Chrysler distributor, died at his home here at the age of 47. He was a graduate of Tuscarora Academy and Princeton University. He was located in Michigan for many years.

VAN SICKLEN WITH CLUB

Chicago, March 24.—N. H. Van Sicklen, former president of the Chicago Automobile Trade Association and the Chicago Motor Club, has just been elected executive secretary of the Lake Shore Athletic Club, which is now being erected at a cost of \$6,000,000. Mr. Van Sicklen's latest connection in the automotive world was as general manager of the Apperson Automobile Company.

REO IN BOSTON—" . . . Keeps us in touch with what is going on in the industry . . ."



TELEPHONE
BENMORE 2430

LINSCOTT MOTOR COMPANY

566 COMMONWEALTH AVENUE
BOSTON, MASSACHUSETTS

S. A. BATTEN
PRESIDENT
J. M. LINSKOTT
TREASURER

March 6, 1926

Incorporations

NEW YORK STATE

Albany, March 24.—The following new automotive concerns have just been granted corporation charters by the secretary of state:—

L. & R. Operators, Inc., Manhattan, 100 shares no par value; to operate motor vehicles; James J. Richards, Hannah Gootenberg and June Lee, 1834 Broadway, New York city.

Mohican Garage, Inc., Manhattan, 100 shares no par value; to operate motor vehicles and general garage; Catherine A. Hoevel, Bella Frankenstein and Gertrude Weiss, 331 Madison Ave., New York city.

Realty Unit A, Inc., Manhattan, 200 shares no par value; real estate general hotel, moving picture theaters, garages; Yetta Messer, 240 East 194th St., New York city; L. F. Mannheim and I. Lee Merin.

Elmhurst Motor Sales, Inc., Queens county, three shares no par value; deal in automobiles, machinery, accessories; R. A. MacLean, C. J. Ferrie and F. C. Taylor, 120 Broadway, New York city.

The Burner Development Corporation, New York county, \$200,000; manufacturing machinery, internal combustion engines and equipment for factories, motor cars, etc.; Goldye Siegel, Lillian Singman and Rebecca Lefkowitz, 1475 Broadway, New York city.

Alamac Oil & Auto Service Company, Inc., New York city, \$20,000; produce asphaltum, oils, petroleum, gasoline and motor oils, general garages; Gilbert S. Topka, 471 West 145th St., New York city; E. C. Jones and N. H. Fuller, Nash Realty Corporation, Brooklyn, \$10,000; real property, erect gasoline stations; Charles M. Spindler, 1861 Hudson County Boulevard, Jersey City; Emil Guterman and Sol A. Liebman.

Benberg Garage Corporation, Bronx, \$10,000; real estate, garages; Louis Berger and Pauline Berger, 1821 Davidson Ave., New York city, and Marcus Benjamin.

Gibson Motors, Inc., Buffalo, \$20,000; deal in automobiles, operate gasoline filling station; F. Maurice Griesheimer, 6 Oliver St., Rochester; Sadie F. and Frank R. Gibson, Snyder, N. Y.

Pennrock Petroleum Products, Inc., Jamestown, 2,000 shares common, no par value; to operate gasoline stations; Lee S. Odell, 1121 N. Main St., Jamestown; James Corrigan and Allen E. Barger.

Basko-Bell Garage Corporation, Manhattan, \$50,000; real property, garages; Abraham Tannbaum, 127 Lisbon Pl., Bronx; Daniel Ross and Frank Shulman.

Ainarom Sales Corporation, Manhattan, 200 shares no par value; real and personal property, petroleum; John C. Rohrey, 17 Hindsdale Ave., Floral Park, Long Island; George Gray and William Winters.

Dissolution

Terry Chevrolet Corporation, Olean; care A. Edward Krieger, 33 Main St., Salamanca.

Change of Name

From Crown Tire Corporation, New York county, to Westminster Tire Corporation; care Parker & Aaron, 30 Broad St., New York city.

Capital Stock Changes

Auto Finance Corporation, Manhattan, from \$10,000 to \$108,000; Philip Lippner, care 1775 Broadway, New York city.

Lincoln Vulcanizing Company, Inc., Manhattan, from \$5,000 to \$2,05,000.

White Drive-It-Yourself, Inc., New York county, from 100 shares to 170 shares, 70 shares preferred, \$100 par value and 100 shares common no par value; care Abraham M. Grill, 34 Wall St., New York city.

VISIT HENRY FORD

Trenton, N. J., March 24.—Former Gov. Edward C. Stokes of New Jersey, and Vernon L. Nash of the Nash Motor Company, spent several days in Detroit, Mich., where they were guests of Henry Ford and his son, Edsel, making a tour of the plants of the Ford Motor Company.

Automotive Daily News
Copley Plaza
Copley Sq.
Boston, Mass.

Att. W. J. McDonald

Gentlemen:

We are glad to take this opportunity to tell you our opinion of the value to us of AUTOMOTIVE DAILY NEWS.

We feel that this publication is decidedly worth while and keeps us in touch with what is going on in the industry in a way that would be impossible if it were not for some such medium.

We know of no other publication in the field which fulfills to any extent the functions which AUTOMOTIVE DAILY NEWS performs so well.

Yours very truly,
LINSKOTT MOTOR CO.

BY R. F. McDonald
Wholesale Manager

RPM:DW

Financial News of the Automotive Industry

\$15,000,000 FOR WHITE EXPANSION

Stock Dividend of \$5,000,000 Planned; Capital Doubled

CLEVELAND, March 24.—Most of the \$15,000,000 in additional capital to be floated by the White Motor Company, Cleveland truck manufacturers, is to be used for expansion of the business, it is understood in local financial circles.

Although the White Company does not make it a practice to make public the trend of its business during the course of the year, it is known here that the business done by the company thus far in 1926 has been very satisfactory to company officials and the expansion program is intended to give the company capacity to handle this increase.

It was said today at the White offices that announcements could be expected in the near future of expansion plans. The recent stockholders' meeting authorized an increase in capital from \$25,000,000 to \$50,000,000. Of the \$25,000,000 increase, \$5,000,000 is to be disbursed as a stock dividend, \$10,000,000 sold to share holders at \$50 and the remaining \$10,000,000 held in the treasury.

Crude Oil Output Declines Slightly

New York, March 24.—Domestic crude oil production in the week ended March 20 decreased 6,250 barrels daily, averaging 1,928,950 for the period, according to the American Petroleum Institute. Crude oil imports for the week averaged 223,714 barrels daily, against 260,000 in the preceding week.

Receipts of California crude and refined oils at Atlantic and Gulf ports averaged 95,857 barrels daily, against 121,000 in the preceding week.

Domestic crude oil production of 1,928,950 barrels daily last week was a decline of 417,950 barrels, or 17.8 per cent. from the peak of 2,346,900 barrels daily, established in the week ended May 30, 1925.

WHOLESALE GAS RAISED

Chicago, March 24.—The price of United States Motor gasoline has been advanced 1/2 cent a gallon in the wholesale market to 10 and 10 1/2 cents. High grade gasoline has been advanced 1/4 cent.

Automobile Insurance Co. Pruning Off Part of Risks

New York, March 24.—A decided change in the underwriting policy of the Automobile Insurance Company of Hartford is indicated by the number of lines which New York brokers are offering to other companies, with the explanation that the Automobile company has canceled them or declined to renew them. This discarded business, it is said in insurance circles, is not finding favor with other companies, and brokers are reported to be having trouble in handling it.

That this elimination of risks which the Automobile now regards as undesirable is not confined to city lines controlled by brokers is indicated by appeals to other companies from agents in smaller places to take business formerly

Auto-Lite Ratifies American Bosch Deal

Toledo, March 24.—Stockholders of the Electric Auto-Lite Company have approved the purchase of the American Bosch Magneto Company's starting, lighting and ignition business. Directors were re-elected.

FINANCIAL STATUS OF BOSCH STRONG

Report for 1925 Reveals Extent of Company's Improvement

New York, March 24.—With an operating net of \$882,053 and a balance, after all charges, of \$521,393, American Bosch Magneto Corporation had in 1925 the best year since prior to the 1920-1921 deflationary period. Had it made any money from its starting-lighting system business, it would have shown an earning power commensurate with the scope of its activities, says a Dow Jones analysis.

While American Bosch has been unable to restore its old-time earning power, it has in recent years done a good job of financial housecleaning. On March 31, 1924, current liabilities were \$2,940,951, and there were outstanding \$2,375,000 in 8 per cent. gold notes, making a total debt of \$5,315,951. Total debt, December 31, 1925, was \$1,996,554, a reduction of \$3,319,397.

On March 31, 1924, Gray & Davis Corporation's current liabilities amounted to \$1,092,625, and there was \$1,000,000 outstanding in mortgage bonds. On December 31, 1925, the current liabilities were \$688,544, and there were \$826,000 of the bonds outstanding, or a total of \$1,514,544. Total debt of Gray & Davis Corporation, therefore, had been reduced \$578,081, and the combined debt reduction was \$3,897,478 during the twenty-one months.

Of this reduction, \$2,015,761 was contributed by stockholders for additional stock, and \$1,881,717 was from the result of operation of the business.

Proposed sale of the starting-lighting system business in its entirety to Electric Auto-Lite Company will naturally improve the financial position. Floating debt, totaling \$800,000 at the year end, will be eliminated, the Gray & Davis bond issue wiped out, and cash increased by \$400,000.

HAYES WHEEL ELECTS

Jackson, Mich.—Officers and directors of the Hayes Wheel Company were re-elected at the annual meeting held here.

RANGE OF AUTOMOTIVE STOCKS

High.	Low.	Div.	Stock.	Sales.	High.	Low.	Close.	Net Chg.
18 1/2	10		Advance Rumely	100	13	10 1/2	10 1/2	—
16	9 1/2		Ajax Rubber	1,100	11	10 1/2	10 1/2	—
94 1/2	94 1/2	6	Allis-Chalmers	600	83 1/2	83 1/2	83 1/2	—
34 1/2	20		Am Bosch Magneto	900	22 1/2	22 1/2	22 1/2	—
15 1/2	13 1/2	1	Am-La France	200	18 1/2	18 1/2	18 1/2	—
101 1/2	96 1/2	7	do pf	100	97	97	97	+ 1 1/2
32 1/2	28	3	Briggs Mfg Co.	400	30 1/2	30 1/2	30 1/2	—
54 1/2	35 1/2	3	Chrysler Corp	13,500	37	36	36 1/2	+ 1/2
12	10 1/2	.80	Continental Motors	2,300	11 1/2	11 1/2	11 1/2	—
47 1/2	39 1/2		Dodge Bros A	19,500	34 1/2	34 1/2	34 1/2	—
88 1/2	82	7	do pf	1,100	85 1/2	85 1/2	85 1/2	—
32 1/2	26 1/2	2	Eaton Axle & Spring	1,200	27 1/2	26 1/2	27 1/2	+ 1/2
79 1/2	71 1/2	6	Electric Storage Battery	600	77 1/2	77 1/2	77 1/2	—
82 1/2	68	6 1/2	Electric Auto Lite	200	69	68	68	— 1 1/2
105 1/2	89 1/2	5	Fisher Body	1,800	92 1/2	92	92	— 1/2
26 1/2	14 1/2		Fisk Rubber	3,100	17 1/2	17 1/2	17 1/2	—
107	100	7	do pf	100	102	102	102	+ 2
42	35	3 1/2	Gabriel Snubber, A.	600	35 1/2	35 1/2	35 1/2	—
9 1/2	7		Gardner Motor	100	7 1/2	7 1/2	7 1/2	—
121 1/2	115 1/2	12	General Motors	24,500	125 1/2	123 1/2	123 1/2	— 1 1/2
25 1/2	21	2	Glidden Co	200	21 1/2	21 1/2	21 1/2	—
70 1/2	60 1/2	4	Goodrich	2,500	63 1/2	61 1/2	61 1/2	— 1 1/2
109 1/2	101	7	Goodyear T & R pf	300	104	104	104	— 1/2
46	40 1/2	3 1/2	Hayes Wheel	100	41	41	41	—
123 1/2	89	3	Hudson Motor Car	48,100	93 1/2	89 1/2	89 1/2	— 3 1/2
28 1/2	17	1	Hupp Motor Car	800	21 1/2	21 1/2	21 1/2	—
66 1/2	44 1/2	3	Jordan Motor Car	6,700	46 1/2	46 1/2	46 1/2	—
21 1/2	16 1/2	1	Kelly-Springfield	300	16 1/2	16 1/2	16 1/2	—
126	105 1/2	6	Kelsey Wheel	100	106	106	106	—
2 1/2	1 1/2		Keystone T & R	100	1 1/2	1 1/2	1 1/2	—
14	10 1/2		Lee Rubber & Tire	200	11 1/2	11 1/2	11 1/2	—
159	115 1/2	6	Mack Trucks	6,100	118 1/2	116 1/2	116 1/2	— 1 1/2
112	108 1/2	7	do 1st pf conv	200	110 1/2	110 1/2	110 1/2	—
37 1/2	30 1/2	3	Moon Motors	1,800	33 1/2	32	32	— 1 1/2
53 1/2	40 1/2	3.60	Motometer, A	700	41 1/2	41 1/2	41 1/2	—
33 1/2	28	2	Motor Wheel Corp	800	29	28 1/2	28 1/2	—
19 1/2	14 1/2		Mullins Body	200	16 1/2	15 1/2	15 1/2	— 1 1/2
16 1/2	12 1/2		Murray Body	800	12 1/2	11 1/2	11 1/2	— 1 1/2
64 1/2	52 1/2	8	Omni-Bus Corp	8,400	55 1/2	53 1/2	53 1/2	— 2 1/2
22 1/2	16 1/2		Packard Motor Car	400	17 1/2	17	17	— 1/2
43 1/2	33 1/2	2	Paige-Detroit Motor	2,400	34 1/2	34 1/2	34 1/2	—
28 1/2	20	1.80	Pierce-Arrow	1,500	21 1/2	20 1/2	20 1/2	— 1 1/2
43 1/2	27		do pf	3,500	20 1/2	20 1/2	20 1/2	—
108 1/2	86 1/2	1	Spicer Mfg Co	200	91	89 1/2	89 1/2	— 1 1/2
92 1/2	72	6	Stew-Warner Speedom	4,200	84	82	82	— 2 1/2
77 1/2	66	6	Stromberg Carburetor	200	70	69 1/2	69 1/2	— 1/2
61 1/2	55	5	Studebaker Co	5,800	56 1/2	55 1/2	55 1/2	— 1 1/2
50 1/2	44 1/2	4	Timken Roller Bearing	500	50 1/2	50 1/2	50 1/2	—
89 1/2	72 1/2	4	U S Rubber	7,500	71 1/2	69 1/2	69 1/2	— 2 1/2
34	23 1/2		White Motors	3,500	75 1/2	74	74 1/2	—
99	91 1/2	7	Willis-Overland	10,000	24 1/2	23 1/2	24	— 1 1/2
32 1/2	27 1/2	.75	Yellow C & T B	1,200	29 1/2	28 1/2	28 1/2	— 1 1/2

NEW YORK CURB

Sales.	High.	Low.	Close.	Chg.
100 Auburn Auto.	58 1/2	58 1/2	58 1/2	—
300 Brill, A	40 1/2	40	40	— 1/2
100 Brill, B	20	20	20	—
700 Durant Motors	9 1/2	9 1/2	9 1/2	—
900 Fageol Motors	6	5 1/2	5 1/2	— 1/2
200 Fed Mot Tr.	36 1/2	36 1/2	36 1/2	—
20 Fire T & R pf	98 1/2	98 1/2	98 1/2	—
1700 Gdayear T & R	35 1/2	34 1/2	34 1/2	— 1 1/2
900 Reo Motors	22	21 1/2	21 1/2	— 1/2
200 Reub MT cifs	7 1/2	7 1/2	7 1/2	—
900 Rickenbacker Mot	6 1/2	6	6	— 1/2
100 Stand Motors	2 1/2	2 1/2	2 1/2	—
400 Stutz M Car.	25 1/2	25 1/2	25 1/2	— 1 1/2
200 US Lt & Ht pf	6 1/2	6 1/2	6 1/2	—
400 Yellow Taxi N	14 1/2	14 1/2	14 1/2	— 1 1/2

(The above table shows Tuesday's automotive stock movement, complete.)

Current Commodity Prices

New York, March 24.—The crude rubber market continues dull, but prices are holding steady. Buyers are limited and there is little disposition to bid the product up. The steel market is rather apathetic, with no change in the price situation. Aside from an advance of 1/2 of a cent a gallon in the wholesale price of gasoline there is no change in the petroleum market.

STEEL PRODUCTS

Semi-Finished—Gross Tons	Price
Billets, re-rolling	\$35.00a36.00
Billets, forging	41.00a42.00
Steel bars (hot rolled)	2.90a 2.10
Plates (hot rolled)	1.80a 1.85
Blue annealed sheets	2.40a 2.50
Black sheets	2.25a 2.35
Auto body	4.40a 4.50
Bands	2.40a 2.50
Cold rolled strip	3.90a 4.00
Hot rolled strip	2.30a 2.50

IRON AND STEEL SCRAP

(Buying prices, f. o. b. New York)	Price
Heavy melting steel	\$12.00a13.00
Machine shop turnings	10.10a25.00
Cast iron borings	10.10a25.00
No. 1 cast scrap	16.00a17.00

MILL PRODUCTS

Base prices, cents per pound, f. o. b. mill.	Price
High brass sheets	19 1/2a
Copper, in rolls	21 1/2a
Zinc spot, New York	7.80a 7.85
Lead, spot, New York	8.20a 8.30
Aluminum, virgin	27a

SEAMLESS TUBING

High brass	Price
High brass (round 1/2 to 2 1/2 in.)	16 1/2a
Copper rods, round	22 1/2a

OIL AND GASOLINE

Garage (steel barrels)	Price
Up-State New York	a15
Single tank cars, delivered.	a15

CRUDE PRICES AT WELLS

EASTERN—	Penn. grade oil
Penn. grade oil	In Buckeye P.
In N. Y. Tran.	Line Co. Lines, \$3.30
Co. lines	Cabell
Bradford District	Corning
oil in Nat.	Ragland
Tran. Co lines	Somers
Penn. grade oil	Somers, light
in Nat. Tran.	CENTRAL
Co. lines	Lima
Gaines grade oil	Indiana
in Nat. Tran.	Princeton
Co. lines	Wooler
Penn. grade oil	Waterloo, Ill.
in S. W. Pa.	Plymouth
Pipe lines	3.55
Penn. grade oil	Line Co. lines 3.50

OLD METALS

Following are dealers' buying and selling prices for large quantities, f. o. b. New York:	Price
Heavy machinery com.	9 a9 1/2 10 1/2a11 1/2
New brass clippings	8 1/2a9 1/2 10 1/2a10 1/2
Auto radiators	6 1/2a6 1/2 7 1/2a7 1/2
Brass, heavy	6 1/2a7 1/2 8 1/2a8 1/2
Brass, light	6 1/2a7 1/2 7 1/2a7 1/2

BENDIX EXPANDS BRAKE BUSINESS

Report for 1925 Discloses Net Profit Totalling \$137,610

Chicago, March 24.—Although net for 1925 amounted to \$137,610 as compared with \$204,261 in 1924, the Bendix Corporation, including the Bendix Brake Company among the subsidiaries, showed a gain in income from royalties which amounted to \$421,797 and compared with \$387,331 the previous year, according to the annual report just issued.

In 1925 the company realized \$332,268 from the sale of its products in addition to royalty income. Expenses, on the other hand, increased from \$144,008 in 1924, to \$595,975 in 1925, indicating the expenditures made in expanding brake production and securing a market for this product.

Indicative of the success made in the brake department, Vincent Bendix, president, in his report to stockholders, states that brake sales in the first two months of this year have totaled more than the \$332,268 realized from this source in all of 1925. He continues:—

"Negotiations have been carried on with practically every manufacturer of passenger cars, trucks, buses and axles in the United States which has resulted in a steadily increasing demand for our products. During the last year we have secured orders to supply Bendix brakes as standard equipment in Cunningham, Hertz, Drivurself, Hupmobile 6, Locomobile Junior 8, Locomobile 33-90, Overland 93 (export), Packard 6, Packard 8, Star 4 of California, Star 6 of California and Stearns models.

"We are now developing our plant facilities to take care of possible production of 12,000 brakes per day. Additional buildings have been erected during the past year at South Bend, which increases the manufacturing floor space some 500 per cent. The plant is equipped with the latest type of labor-saving machinery, many of the machines being designed for automatic quantity production to enable the company to supply brakes not only in large volume, but at a low cost."

Hudson Business On Larger Basis

New York, March 24.—The decline in profits of Hudson Motor Car Company for the fiscal quarter ended February 28 is not due to any adverse influences on the company's business, inasmuch as output during the period was around 60,000 cars against under 45,000 in the corresponding period of 1925, and 30,000 in the first quarter of 1924, according to Dow Jones & Co. Net profits in the first quarter of 1926 were \$2,746,023, against \$3,826,932 in the same period of the preceding year and \$1,301,363 in the first quarter of 1924.

The unfavorable comparison with last year's earnings represents the difference between the results in a normal operating period and those of an abnormal period, such as existed in the early part of 1925. Last year's record profits in the first quarter are attributed to demand for the company's cars, which was greatly in excess of the company's capacity, and all of its facilities were employed to meet the current sales requirements. Since that time Hudson practically has doubled capacity to catch up with demand, and the output in the first quarter of this year reflects continued expansion in company's business.

Marland Buys 160 Filling Stations

New York, March 24.—The Marland Oil Company has purchased 160 bulk and distributing stations from the Derby Oil Company for a price reported to be under \$500,000. Stations are both bulk and retail type and are located in Kansas, Missouri, Colorado, Nebraska and Oklahoma.

With its own stations numbering 238, this acquisition will increase Marland's operations to nearly 400 stations. The Derby stations dovetail Marland's present marketing facilities, which are mainly in Oklahoma, Kansas and Indiana, and, in addition, will expand the Marland marketing operations westward into Colorado. Many of the stations just acquired are located along the main motor highways to the west.

DURANT OF CANADA

Toronto, March 24.—The Durant Motor of Canada, Ltd., reports for year ended December 31, 1925, operating deficit of \$20,884.